

Message Text

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C O N F I D E N T I A L PARIS 16336

COMMERCE FOR BEWT

E.O.11652: GDS

TAGS: ETRD, ETRN, UR, US

SUBJECT: SPERRY RAND BUSINESS IN USSR

REF: MOSCOW 10086

L. DAVID ATCHENSON OF SPERRY RAND EUROPE CALLED ON EMBASSY TO CONSULT ON FRENCH LABOR SCENE. IN COURSE OF CONVERSATION HE TOLD LABATT THAT SPERRY RAND CORPORATE OFFICERS WERE VERY PLEASED WITH SIGNATURE OF THE UNIVAC-USSR AGREEMENT BECAUSE THEY CONSIDER THIS ONLY A FOOT IN THE DOOR. THEY BELIEVE ALSO THAT EVENTUAL VALUE OF BUSINESS DEALS IN USSR WOULD EXCEED BY FAR 10 MILLION ESTIMATE FOR UNIVAC CONTRACT.

2. ATCHENSON WENT ON TO SAY THAT SOVIET AUTHORITIES HAVE SOLICITED IN WRITING SPERRY RAND PROPOSALS FOR CONSTRUCTION OF TWO SEPARATE MANUFACTURING FACILITIES FOR COMPUTERS. THE WRITTEN REQUESTS CONTAIN DETAILED SPECIFICATIONS ON SIZE OF PLANTS DESIRED, TYPE OF EQUIPMENT, PRODUCTION FIGURES AND GEOGRAPHIC LOCATION. ATCHENSON REMARKED IN THIS CONNECTION THAT RUSSIAN FIGURES FOR BUSINESS DEALS ARE STAGGERING EVEN FOR AMERICANS WHO HAVE BEEN ACCUSTOMED TO THINKING THAT US WAS ONLY PLACE WHERE BUSINESSMEN "THOUGHT BIG".

IRWIN

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